

Message Text

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PAGE 01 RABAT 03064 251614Z

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ACTION XMB-04

INFO OCT-01 NEA-10 ISO-00 EB-07 COME-00 TRSE-00 CIAE-00

INR-07 NSAE-00 OMB-01 (ISO) W

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R 251550Z JUN 75

FM AMEMBASSY RABAT

TO SECSTATE WASHDC 5786

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FOR EXIM WARREN GLICK AND EB/IFD SWART

E.O. 11652: N/A

TAGS: BEXP MO

SUBJ: MOROCCO: PRELIMINARY EXIM COMMITMENT NO. 75-0-3341 RE

SALE 22 GENERAL ELECTRIC LOCOMOTIVES AND SPARE PARTS

REF: JUNE 2 LETTER TO AMBASSADOR FROM WARREN GLICK,
ACTING EXIM EXEC VP

1. APPRECIATE TIMELY RECEIPT GLICK LETTER AND ENCLOSURES.
IN JUNE 24 CASUAL CONVERSATION WITH FRENCH NATIONAL ONCF
OFFICIAL WHO, THOUGH NOT IN CENTER OF DECISION MAKING IS IN
POSITION TO HEAR THINGS, WE WERE TOLD THAT DECISION ON
ELECTRIC LOCOMOTIVE SALE EITHER TENDING TOWARDS OR
ALREADY DECIDED IN FAVOR OF JAPANESE AND POLES. TALK TODAY
WITH BELGIAN COUNSELOR OF EMBASSY ADDED JUDGMENT THAT
BELGIUM NOW OUT OF RUNNING. BELGIAN COUNSELOR NOTED THAT
ACTIVE JAPANESE RAILROAD GROUP WAS HERE WITHIN PAST FEW
DAYS PUSHING JAPANESE EQUIPMENT. AND GENERAL MOTORS REP
GLAIBER TOLD US SEVERAL DAYS AGO GM HAD NOT BID.

2. IN CONVERSATION WITH ONCF FINANCE DIRECTOR TWO WEEKS AGO
ON ANOTHER MATTER WE WERE LED TO BELIEVE THAT ONCF WOULD BE
REQUESTING AND EXPECTING IMPROVED TERMS ANNOUNCED BY MR. CASEY
ON FEBRUARY 27 DUE TO TIGHTER INTERNAL FINANCIAL SITUATION
IN MOROCCO (SEE RABAT 2796 AND 3015).

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PAGE 02 RABAT 03064 251614Z

3. WE OBVIOUSLY NOT CLOSE ENOUGH TO ACTUAL SALES/NEGOTIATIONS
SITUATION TO DO MORE THAN PASS ON FOREGOING STRAWS-IN-WIND.
SUGGEST HOWEVER THAT CHARLES BOND OR OTHER APPROPRIATE G.E.
OFFICIAL MAY WISH TO RENEW EARLY CONTACT WITH ONCF TO MAKE
SURE ARRANGEMENTS STILL ON RAIL IF, INDEED, ADVERSE DECISIONS
NOT ALREADY TAKEN. ALSO RECOMMEND EXIM REVIEW BEST TERMS
FINANCING OFFERED IN GLICK TO BOND LETTER OF JUNE 2, TAKING
INTO ACCOUNT PARA 2 ABOVE AND INCREASED GOM FINANCING
NEEDS.
NEUMANN

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